

Rory

TO: All Regional Managers

FROM: R. J. Luongo

DATE: January 3, 1994

SUBJECT: 1994 Region Follow-Up Meetings

As a follow-up to the 1994 National Sales Meeting which you will attend in Winston-Salem January 10-13, 1994, we are preparing a packet of materials for your regional sales meeting. Materials will be sent to your office, to arrive no later than Friday, January 21, and will consist of the following:

1. 15 to 20-minute video highlight of the National Sales Meeting.
2. Slides for full-price and savings portions of your meeting.
3. A set of logoed blank crack-and-peel nametags for your Sales personnel.
4. Two personalized region banners.
5. Logoed note pads.
6. A Sales Rep van kit (100 per region) for your Sales Reps consisting of a logoed spill-proof mug, vehicle attachable note pad holder and case cutter.
7. *SMOKIN' JOE VIDEO*

You will need to arrange for the following materials for your meeting:

- Video monitor or video projection for viewing the National Meeting highlight video (1/2" VHS).
- Slide projector(s) for the full-price and savings portions of your meeting.
- Overhead projector(s) for each breakout meeting as applicable.
- Easels/chalk boards, etc. as needed are suggested to capture any discussion points/idea generation.

We look forward to seeing you on January 10 for what we feel will be an outstanding meeting. Please don't hesitate to call if you have any questions on the National Meeting here in Winston-Salem or your region follow-up meetings.

ccd

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